Aptitude RevStream SSP Engine

Automate historical transaction analysis and testing to determine standalone selling price (SSP). Use as a standalone application or as a key input into the Aptitude RevStream Revenue Recognition Manager, the Aptitude RevStream SSP Engine eliminates the time consuming and error prone activity required to arrive at the basis for properly allocating transaction prices in contracts with customers.
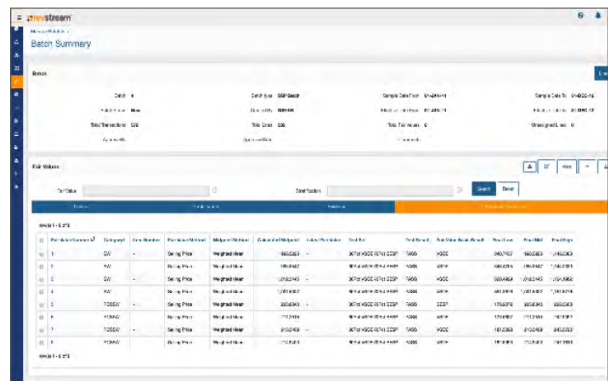
OVERVIEW

The Aptitude RevStream SSP Engine extends the Aptitude RevStream Transaction Hub to provide a dynamic and scalable platform for performing batch-based evidence studies of historical pricing activity. Originally introduced to allow organizations to arrive at VSOE and BESP fair values to support SOP 97-2 and EITF 08-01/ASU 2009-13, the SSP Engine is an integral component of the Aptitude RevStream solution to automate revenue lifecycle management.

KEY FEATURES

Configurable Batches

Studies are performed by batches in the Aptitude RevStream SSP Engine, allowing you to specify the evidence time period, products, services, and offerings to be included in each study. Batches are created from data loaded into the Aptitude RevStream Transaction Hub for processing by the Revenue Recognition Module, so there is no requirement for additional data conversion or integration. Advanced configuration allows for the exclusion of transactions based on a variety of attributes such as zero pricing, customer, and line type.

SSP Determination

Fair values are identified by grouping evidence lines in the batch by product, product category, currency, and stratifications. Midpoints may be determined by mean, median, weighted mean, weighted median, or retrieving the last approved fair value. Fair value ranges may be set by percentage or standard deviations to set low and high values from the midpoint. The ability to use the last approved fair value for the midpoint validates that previously approved studies are still compliant and SSPs can remain unchanged.

Stratifications

Up to 15 stratifications are accepted by Aptitude RevStream, and a variety of stratification sets may be configured to allow for different stratifications to be used by product or product category. For example, support may use region and customer tier, while software may use sales channel and customer type. Aptitude RevStream also supports currency and volume pricing tiers, assigning tier pricing levels to transactions as a stratification.
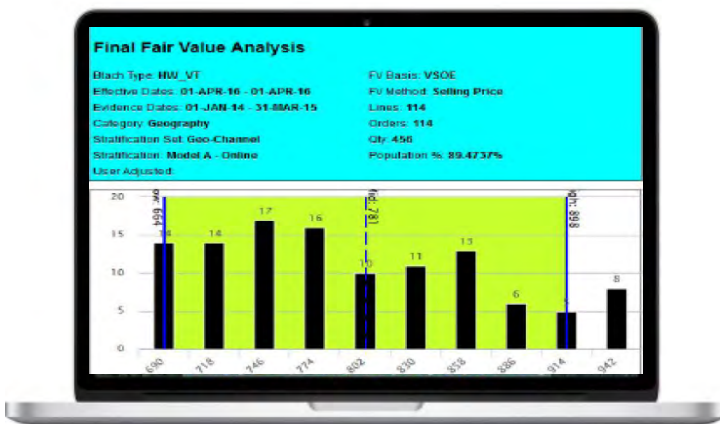
KEY FEATURES

Configurable Testing

Define and apply fair value test sets to establish low and high ranges based on percentage or standard deviations, and then test the evidence lines for the fair value against thresholds such as population percentage, distinct customers, and quantity thresholds to ensure an adequate sample set for testing. Multiple prioritized test sets may be run until a passing result is achieved. Outliers may be analyzed to identify pricing anomalies that skew results, and subsequently excluded from the study.

Modeling

Modeling batches may be created to perform 'what-if' scenarios whereby the user can adjust fair value determination methods, test sets, and stratification sets to discover the best fit policy for establishing SSPs.

Approval and Transfer to Revenue Recognition Manager

Configure test results to automatically approve resulting fair values, or flag fair values for user review and approval. Calculated results may be adjusted with full audit and adjustment history. Transfer approved batches are sent to the current fair values matrix in Aptitude RevStream's Revenue Recognition Manager to automatically discontinue existing fair values and enable new fair values with applicable effective dates to support transaction price allocation in active contracts.

Scalability and Performance

The SSP Engine was engineered for high volume processing to support the ability to process large transactional volumes, for timely results and analysis. Users can quickly adjust rules and recalculate fair values with rapid results, making this a true interactive SSP engine.

Advanced Reporting

The SSP Engine includes reporting for fair value summaries, analysis charts, and audit reporting to support analytical and control requirements.

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